

U.S. Export Assistance Center  
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## Beginning Exporter's Resource Guide

[www.buyusa/oregon/newtoexport.html](http://www.buyusa/oregon/newtoexport.html)

### {A} NEW TO EXPORT, NEW BUSINESS OR START UP COMPANY

A book, free and online, to assess your current export business potential:

- *Breaking Into the Trade Game* – This book is a wonderful pre-assessment guide for your business to decide if exporting is right for you.  
<http://www.sba.gov/oit/info/Guide-To-Exporting/index.html>

Export resource book – with forms & examples – free and online:

- *Basic Guide to Exporting* – This book provides information regarding the foundations of exporting, from developing an export strategy to making international contacts. <http://www.unzco.com/basicguide/index.html>
- *International Trade Online Library*: [www.sba.gov/or/or\\_itresources.html](http://www.sba.gov/or/or_itresources.html)

### {B} EARLY STAGE EXPORT BUSINESS

Once you have begun to formulate a business plan/export strategy and want to start.

For export / import business start-up help, contact & web site:

- Portland SBDC, Tom Lowles, (503) 978-5088 or [tlowles@pcc.edu](mailto:tlowles@pcc.edu).
- Publications on Importing from U.S. Customs & Border Protection website:  
<http://www.cbp.gov/xp/cgov/toolbox/publications/trade/>

*Oregon Small Business Development Centers* – A network of 20 offices with free, confidential business counseling services to small and start-up businesses on all questions related to business regs, licensing, etc.

For more information, visit: [www.bizcenter.org](http://www.bizcenter.org).

*SCORE, Counselors to America's Small Business* – Free assistance from successful, retired executives that will help you develop your business plan. To find the SCORE nearest you, please visit: [www.score.org](http://www.score.org)

### {C} MORE ESTABLISHED EXPORTERS

A one-stop center for access to federal export assistance programs, incl. financing:

- The U.S. Export Assistance Center offers market research, business counseling, regulatory assistance, and seminars. Please visit the Our Services page at our website: [www.buyusa.gov/oregon/services.html](http://www.buyusa.gov/oregon/services.html).
- *Export Legal Assistance Network (ELAN)* – Free legal advice on specific issues related to exporting, available ONE TIME ONLY, contact our office for referral. <http://www.export-legal-assistance.org>

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